

# Rob Arnaud



President/Owner – Montana Hunting Company

President – Montana Outfitters & Guides Association

Rob Arnaud-4<sup>th</sup> generation Montanan, grandfather was the sheriff of Beaverhead county in WWII. He was a veteran of WWI. Reported to be the last man in US to deliver mail with stage. Photos are probably near Dewey MT. Or in the BigHole.

I was raised in Manhattan MT, Educated at MSU, BS in AG/Animal Science. Became public land outfitter, then moved to private land outfitting. Went to work for Ted Turner in 1987, education furthered through Turner wildlife consultants. Quit in 1996 as an employee and began working as a consultant and outfitter for him with my own company. Began as Arnaud Outfitting and we renamed Montana Hunting Company. (got tired of spelling my name to folks!).

Married a pretty girl Cheryl who said I tricked her! And we have 4 kids and now 3 grandkids. Oldest is a girl and is full time mom now but was a teacher. Her husband is Chinook helicopter for MT National Guard. Second oldest is boy who is engineer out of MN, Third oldest boy is finishing his master's in business at Missoula, last child is boy who just started college in Bozeman.

Career high points to date:

1. Kurt Alt the then Gallatin Biologist for FWP said our management on the Flying D Ranch increased harvest on NFS land above ranch by 1500% on bull elk. We also provided cow hunting opportunity for over 7200 public hunters that killed over 3400 cow elk. We also furnished 2-4 bull elk hunts that were drawn by public by FWP for youth or handicapped for bull elk on ranch.
2. At one time in career was responsible with 3 different landowners in 2 different states (CO, MT) for over 10,000 elk /working with each state agency.
3. Wrote the second largest conservation easement ever for RMEF. (CO)
4. I have worked as either an outfitter or biologist or both in NM, CO, UT, CA, WY, MT
5. Have personally hunted in AK, NWT, YK, BC, SK, MX, WY, CA, NM, CO, and MT.
6. Sit on TEI private wildlife board.

Like most of us my father gave me the love of outdoors and I am passing it on to my children. We hunt on private land and on NFS land.

And now the topics beginning with slide of MT map.

Please filter all of my comments through this personal paradigm: I am in favor of all legal and lawful access and I am a wildlife advocate first and for most!

We have the best habitat in the west. It is not been degraded like other parts of the west. Extreme diversity of wildlife with 12 of North America's 29 big game animals.

Although I am for all legal access, access by itself can be a bad thing for wildlife management. We need to learn how to manage access so wildlife can exist in abundance. Open season hunting that our opportunity driven state has does not bode well for animal survival. MT manages for maximum hunter opportunity....even in light of devastating winters, drought filled summers and disease. Often game herds are at low levels like our mule deer herds now. Yet we keep hunting them even during the rut! FWP will even issue doe permits. Doe permits are usually issued by FWP in a particular unit in response

to wildlife tolerance by landowners. Then often the does are harvested on Block Management further exasperating low wildlife numbers on BM land.

Included in this power point are two ads from WY public land outfitters. Please note the quality of animals. There is nowhere in MT this quality of animals could come from one area. These WY outfitters are hunting where the public hunts. So is available for all.....not just on private property with limited access. You have to ask the question. If WY does this....how? In WY each RESIDENT hunter can shoot a bull elk, buck mule deer and whitetail buck and 2 antelope bucks, annually! How do they do this?

The angst I have with BM managed land is that we currently pay for boots on the ground.....by managing for the lowest common denominator we often create barren landscapes for hunters to be on. I heard a sportsman say "that BM in eastern MT is to deer as to what wolves are to elk in the west!"

IF we continue to manage BM for just access then we cannot be disappointed when we look across the fence and see abundant wildlife when there is restricted hunting.

Landowners are stewards of the land. If they don't value their natural resources they will soon be out of business. Grass/forb or crop resources are turned into dollars by grazing ungulates. It is not a reach for them to look at wildlife as competitors. Landowners often have one of two different responses when it comes to wildlife:

1. How can I make the wildlife pay for the resources they use
2. How can I get rid of the wildlife as they compete for the resources I need to make money.

Chart reflects responses and how they manage the game from their view point.

I would rather create a system where landowners were rewarded for wildlife therefore allowing them to live and propagate on their property. This type of system creates wildlife abundance. Vs a landowner that just wants the wildlife gone.

As you look at how MT landowners manage the hunting on their property the largest group of folks are the ones that allow some hunting with family and friends. What could we as hunters entice or incentivize this group to allow more public hunting? A portion of the pie chart leases to either outfitters or sports group so they already are incentivized. A portion is in Block management so they have incentive and a portion has open hunting for all.

Incentives is something that the landowner can take away with that is monetary gain of some sort. When we use laws to punish then we only create hard feelings and locked gates.





# The Montana University System

The Board of Regents of Higher Education by virtue of the  
authority vested in them and on the recommendation  
of the Faculty of

Montana State University

Hereby confer upon

**Robert Troupe Arnaud**

The Degree of

Bachelor of Science in Agriculture

with all the rights, privileges and honors, as well as the  
obligations and responsibilities appertaining

Given at Bozeman, Montana, March 14, 1980.



*William J. Tuley*  
President of Montana State University

*J. J. Mozer*  
Secretary of the Faculty and Registrar

*Ted James*  
Chairman of the Board of Regents

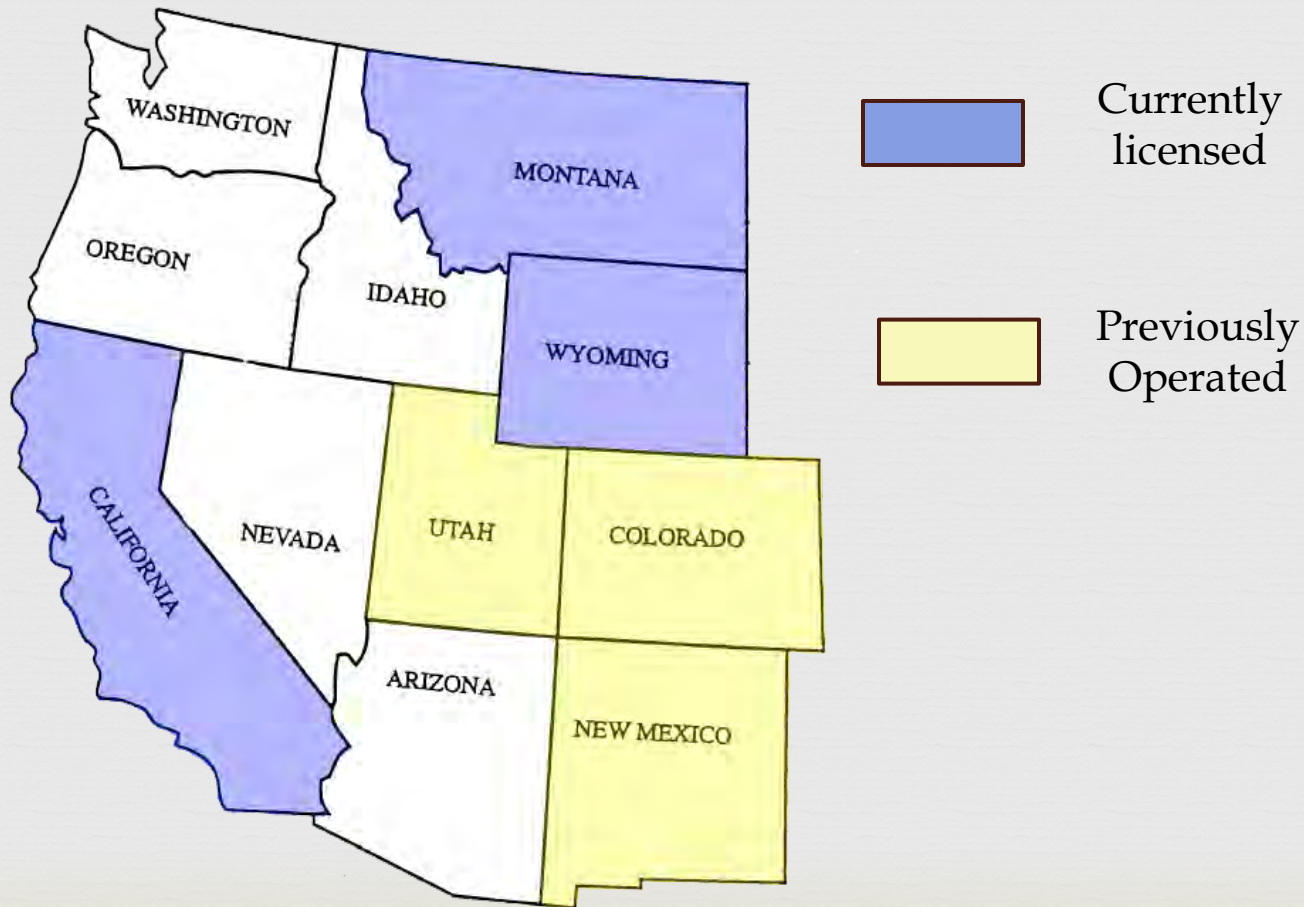
*J. A. Richardson*  
Commissioner of Higher Education





# Where Montana Hunting Company Operates 1996 - Current

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Organizations Montana Hunting Company belongs to:

Montana Outfitters and Guides Association

Wyoming Outfitter and Guides Association

Rocky Mountain Elk Foundation

Wild Sheep Foundation

Mule Deer Foundation

NRA

Ducks Unlimited

Ovis Grand Slam

Montana Trappers Association

Boone and Crockett Club Associate members

Official SCI Scorer

Montana Sportsmen for Fish & Wildlife

Hosts of Catch-a-Dream, Honored American Veterans Afield (HAVA),

Wounded Warrior Project & Big Hearts Under the Big Sky Hunts

AARP



### ANTLERLESS ELK HARVEST 1989-2011

YEAR	PERMITEES INVITED TO HUNT	PERMITEES PARTICIPATING & PERCENTAGE	ELK HARVESTED DURING HUNT	HUNTER SUCCESS PERCENTAGE	EMPLOYEE COW HARVEST	TOTAL
1989	50	43 (86%)	34	79%	7	41
1990	300	276 (92%)	225	82%	11	236
1991	150	137 (91%)	102	75%	6	108
1992	200	189 (95%)	145	77%	9	154
1993	200	189 (95%)	101	53%	8	109
1994*	500	461 (92%)	320	69%	15	335
1995*	739	690 (93%)	381	55%	21	402
1996*	1,800	1,270 (71%)	584	46%	18	602
1997*	1,000	770 (77%)	220	29%	16	236
1998	0	0	0	0	15	15
1999*	100	99 (99%)	44	45%	19	63
2000*	460	410 (89%)	230	58%	15	245
2001*	800	624 (78%)	266	43%	8	274
2002	800	613 (77%)	246	41%	9	255
2003	800	601 (75%)	219	36%	8	225
2004	408	332 (81%)	123	37%	2	125
2005	87	87 (100%)	34	39%	4	38
2006	154	154 (100%)	57	37%	2	59
2007	256	256 (100%)	117	45%	7	124
2008	16	16 (100%)	0	0	16	16
2009	11	11 (100%)	0	0	11	11
2010	7	7 (100%)	0	0	7	7
2011	10	10 (100%)	0	0	10	10
Total	8841	7238 (82%)	3448	48%	237	3683

#### SPRING ANTLER HARVEST

In 1991, the Ranch started buying cast antlers from employees. The rationale was that the cast antlers have a cash value and that collectively the antlers would help us determine the quality of the bulls on the Ranch. In 1992, it was apparent we had a major antler theft problem. Security patios were added to the labor force to help deter this theft. Annually, usually in June, we conduct an auction to sell out cast antlers. A lunch is provided and is well attended.



























# What Do Other States Offer for Hunters?

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- TM Wyoming** – mix of opportunity and quality. Each hunter in WY can kill a bull elk, cow elk by permit, buck mule deer and buck whitetail OR two whitetail bucks and two antelope bucks by permit. Landowners get two licenses for each species on their land.
- TM New Mexico**- hunting by permit. They assess the game herds, determine harvest quota's then divide the permits by landmass. BLM, FS or Private each get a percentage according to the acres that correspond to that unit. Hunting is more limited.
- TM Colorado**- deer is by permit, elk is general season mostly. By and large an opportunity state, hunters apply for a short season and then hunt open areas for elk. Over the counter elk permit. Ranching for Wildlife Program.
- TM Utah**- hunting by permit. Best trophy class animals in the west. Hard to get a permit. CWMU Program.





2011



2012



2013



2014



2015



2016



2017



2018



2019



2020



2021



2022



2023

## Swift Creek Outfitters LLC and Teton Horseback Adventures

North Jackson Hole Wilderness Outfitter  
Big Game Hunting • Pack Trips • Trail Rides

B.J. & Vicki Hill & Sons • BC# 887 • P.O. Box 1825, Jackson, WY 83001  
Home: 307.739.2300 • Cell: 307.730.8810 or 307.730.8829  
[www.horsebackadv.com](http://www.horsebackadv.com) • [scobill@tinc.net](mailto:scobill@tinc.net)

- Elk Specialists – Trophy Elk
- The Elk we hunt winter on the National Elk Refuge and in the Gros Ventre
- Three Elk Camps
- September Archery
- September Rifle – Two Elk Openers (Sept. 20 & Sept. 26)
- Horseback Hunts only (These are not ranch hunts)
- Hardcore Elk Hunting at it's Best

- Family Run Outfitting Business for 25 Years (references available on request)



Members of WYMA & WYBA Equal Opportunity Provider





# Elk • Mule Deer • Lion • Antelope Spot and Stalk Spring Black Bear Rifle and Archery Hunts



Ask about  
Non-Typical Outfitters  
New Archery  
Elk Hunt.



3 Days, Eight Bucks 2012

Robert R. Wiley • P.O. Box 3644 • Alpine, Wyoming 83128  
(307) 654-0000 • WY BG 351 • BTNF/EOP  
[www.nontypicaloutfitters.org](http://www.nontypicaloutfitters.org)

# Currently Block Management is Managed for Access

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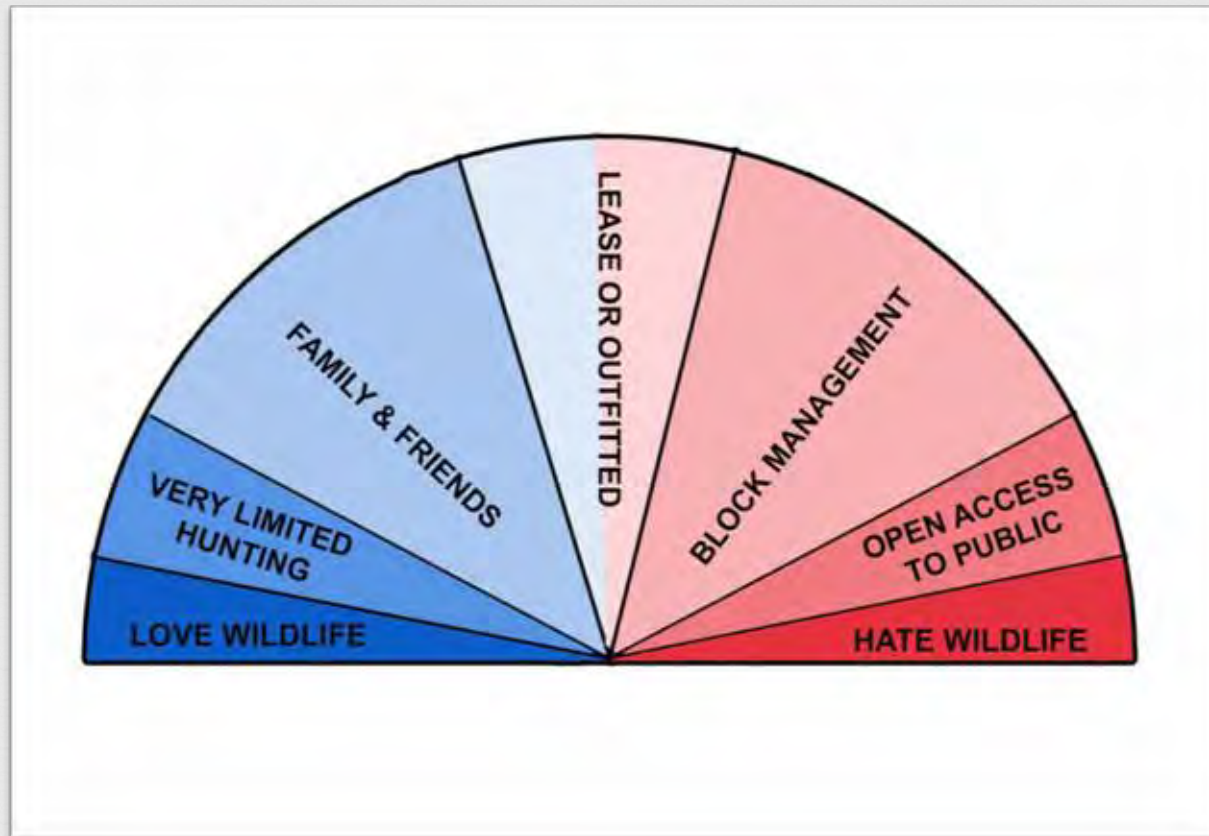
# Restricted Hunting

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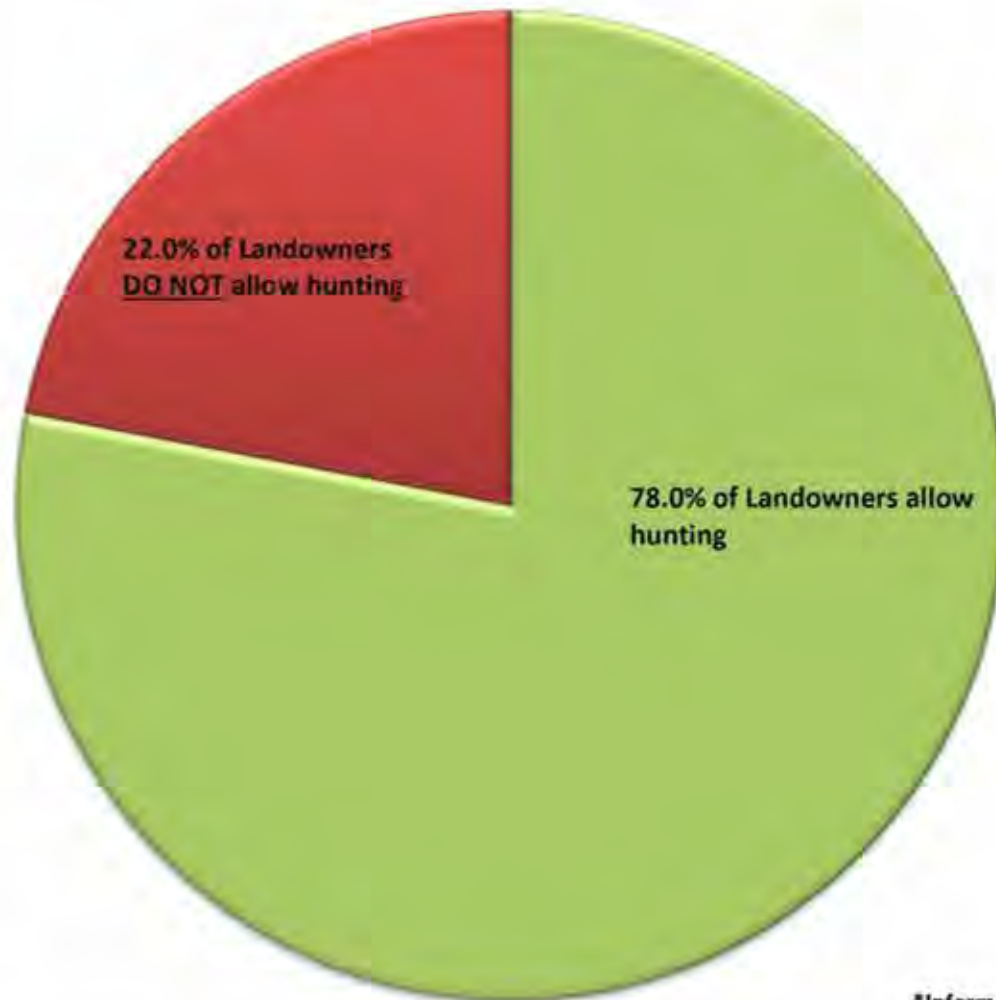


# How Montana Landowners View Wildlife

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## Montana Landowners Who have Elk in Relation to Hunting Access



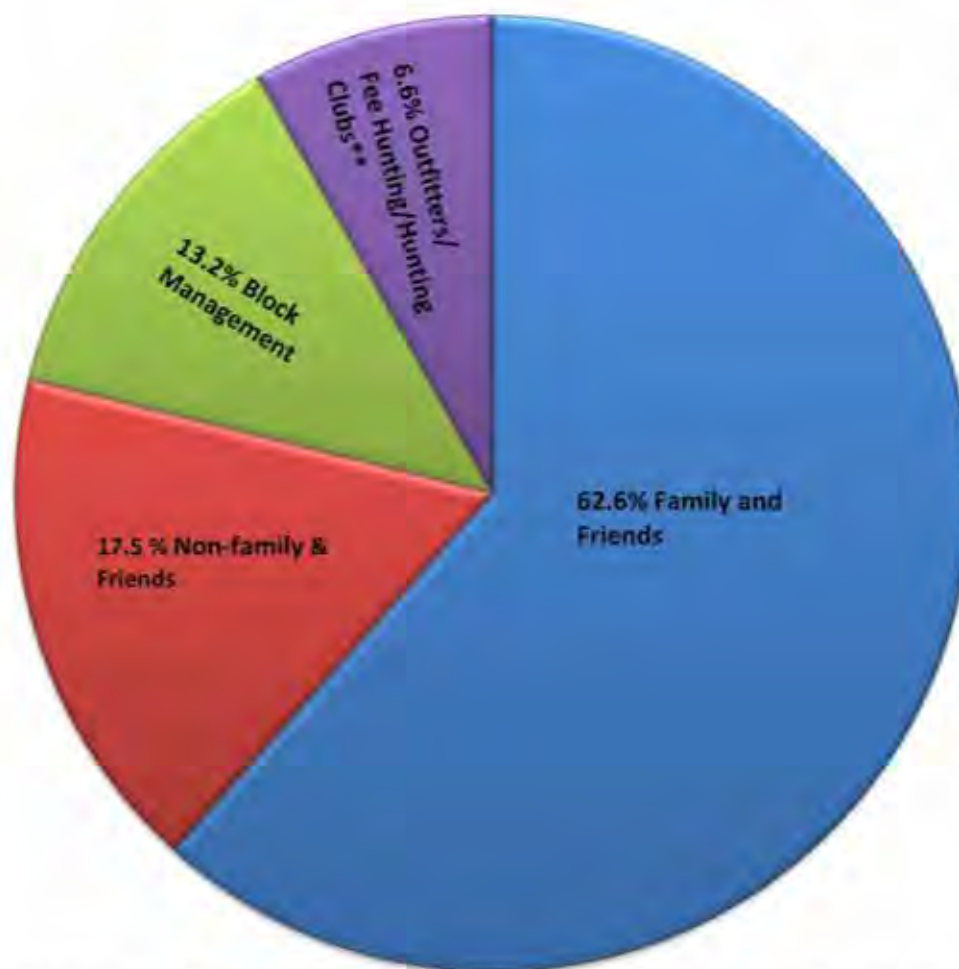
A total of 328 landowners responded to the questions.

- Landowners that allow hunting
- Landowners who do not allow hunting

\*Information provided by Hunting Access Management on Private Lands in Montana MDFWP and Colorado State University February 2009



## HUNTING ACCESS MANAGEMENT SYSTEMS USED BY LANDOWNERS FOR BULL ELK



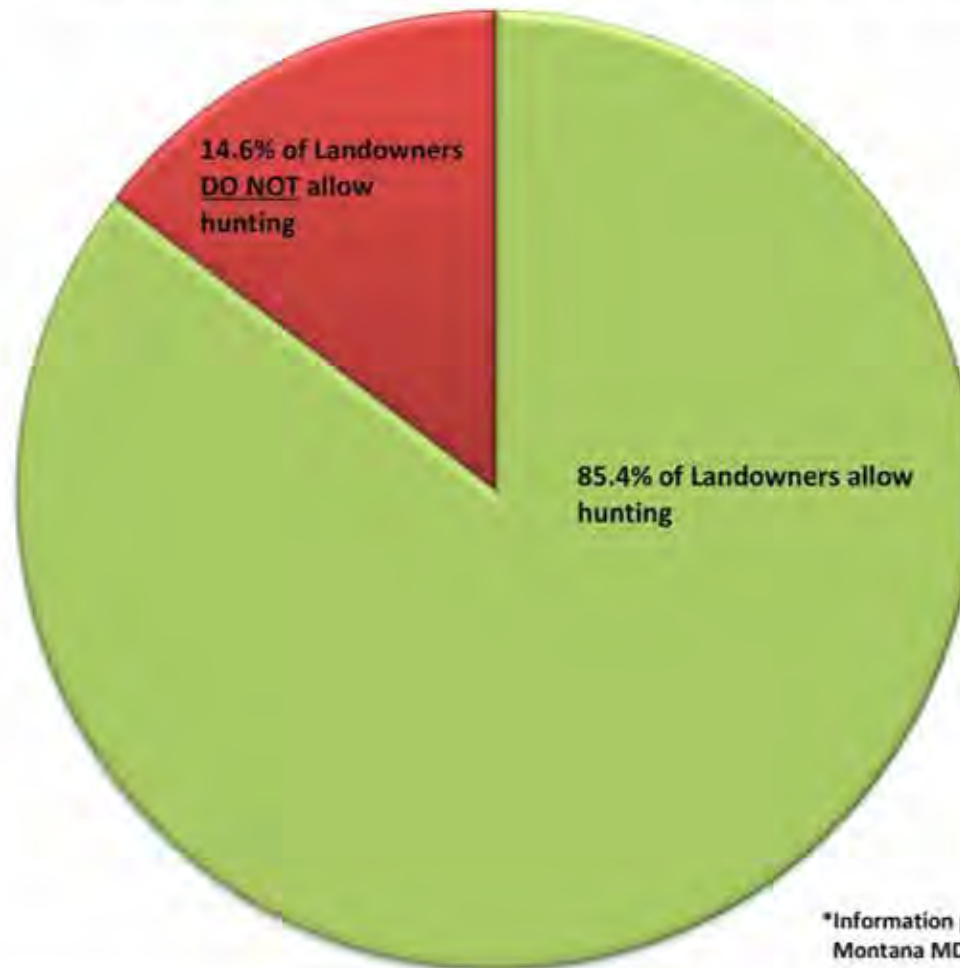
This pie chart represents how most hunting access is managed in Montana by private landowners. The system most frequently chose was "non-Block Management hunting without a fee involving mostly hunters who are family and friends."

### 185 Landowners Responded to the Survey

- Landowners allow Family & Friends - No Fee
- Landowners allow Non-Family and Friends - No Fee
- Landowners Enrolled in Block Management
- Landowners Leased to Outfitters/Fee Hunting/Hunting Clubs

\*\* 0.3% outfitting by landowner  
 3.0% outfitting by license outfitter  
 0.9% non-outfitting lease agreement  
 1.1% lease agreement with hunters  
 1.3% Access fee non-lease

## Montana Landowners Who have Deer in Relation to Hunting Access



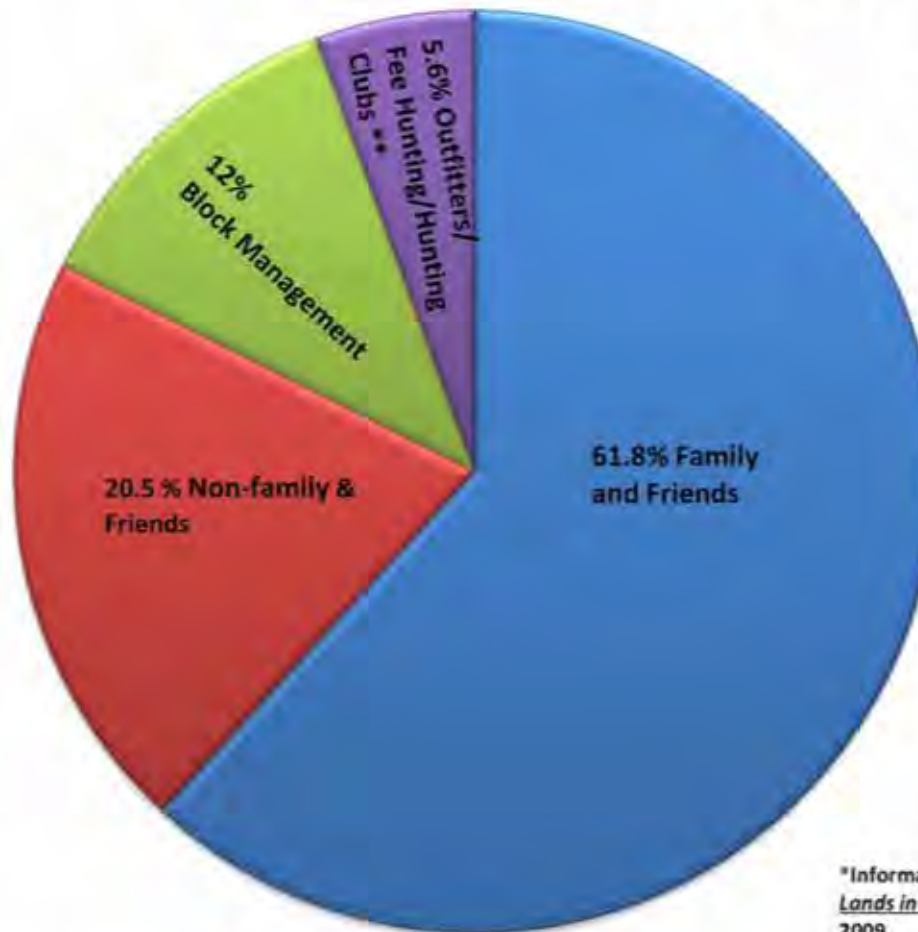
A total of 1,241 responded to the questions.

- Landowners that allow hunting
- Landowners who do not allow hunting

\*Information provided by Hunting Access Management on Private Lands in Montana MDFWP and Colorado State University February 2009



## HUNTING ACCESS MANAGEMENT SYSTEMS USED BY LANDOWNERS FOR BUCK DEER



This pie chart represents how most hunting access is managed in Montana by private landowners. The system most frequently chose was "non-Block Management hunting without a fee involving mostly hunters who are family and freinds."

777 Landowners Responded  
to the Survey

- Landowners allow Family & Friends - No Fee
- Landowners allow Non-Family and Friends - No Fee
- Landowners Enrolled in Block Management
- Landowners Leased to Outfitters

\*Information provided by *Hunting Access Management on Private Lands in Montana* MDFWP and Colorado State University February 2009

# Habitat Is Not Free

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# Land Management Options by Landowners Concerning Deer Hunting in Eastern MT

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## **Landowner A -**

- TM** 20,000 acres in Block management and wants to maximize the money from this agency
- TM** Gets paid \$11 per hunter/day, \$12,000 maximum revenue
- TM**  $\$12,000 / \$11 = 1091$  hunter days
- TM** If each person hunted 3 days that would be  $1091 / 3 = 364$  hunters per season

## **Landowner B -**

- TM** 20,000 acres and he thinks he should harvest 4-6 bucks per year.
- TM** Hires outfitter who takes 5 deer hunters for 5 days each or 25 hunter days
- TM** Revenue earned is \$12,000

# Why Do Landowners Want Someone to Outfit or Lease Their Property?

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1. Tired of dealing with hunters (i.e. phone calls all hours of the day).
2. Want one person responsible for the hunters.
3. Doesn't want all the game killed.
4. Wants the liability insurance.
5. Likes the revenue.
6. Doesn't want trespassers on the ranch and wants it patrolled.



# How Montana Hunting Company Values Hunting Leases

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## Mule deer land

- <sup>TM</sup> 500 deer = 100 AUM's (AUM is what a 1000lb cow and calf would require in forage for 1 month) (other animals are equated to AUM's also) 5 deer = 1 AUM
- <sup>TM</sup> 1 AUM sells for \$20+ per month SO:  $100 \text{ AUM} \times \$20/\text{month} \times 12 \text{ months} = \$24,000$ .
- <sup>TM</sup> The Rancher is providing \$24,000 worth of forage to the wildlife. For this number or something close the rancher will allow the mule deer to eat out of his haystacks and fields.

## Elk Land

- <sup>TM</sup> 500 elk on property for 7 months a year. 3 elk = 1 AUM
- <sup>TM</sup> SO:  $500 \text{ elk} / 3 = 167 \text{ AUM's} \times 7 \text{ months} = 1169 \text{ AUM's total} \times \$20/\text{AUM} = \$23,340$  in forage that the elk will consume. For this number the rancher will allow the elk a place at the table on his property.

# We have two contrasting systems of payment in MT

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- TM One that pays for boots on the ground
- TM \$11/day maximum payment of \$12,000



## Results:

- TM Lots of folks have a place to go
- TM Minimal harvest of wildlife
- TM Minimal survival of wildlife
- TM Often barren landscapes

- TM One that pays for habitat and forage consumed



## Results:

- TM Fewer folks have a place to hunt
- TM Minimal wildlife harvest
- TM Abundant Wildlife